

A|F|T *pharmaceuticals*
Working to improve your health

AFT PHARMACEUTICALS

Annual Meeting
5 August 2016



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CEO Presentation



SUMMARY OF AFT BUSINESS



Established Business [1997] and growing AU & NZ [19% CAGR Last 10 Years]
Growing business in Singapore & Malaysia
Growing outside ANZ & SE Asia via Distributors & Licensees



Clinical Studies of Key Innovative Products
Maxigesic Tablets – Target Market US\$10.4B
Maxigesic IV – Target Market US\$832M
Maxigesic other oral dose forms – Target Market US\$3.7B
Maxiclear PE – Target Market US\$1B



Development NasoSURF Medical Device
Patented Ultrasonic Powered Drug Delivery Device
Treatment Post-op Sinus Surgery & Chronic Sinusitis
Further Drug Delivery Indications.



Listed December 2015
NZX
ASX

CURRENT HIGHLIGHTS

109 countries that *Maxigesic* is licensed in

5 countries that *Maxigesic* is launched and sold in

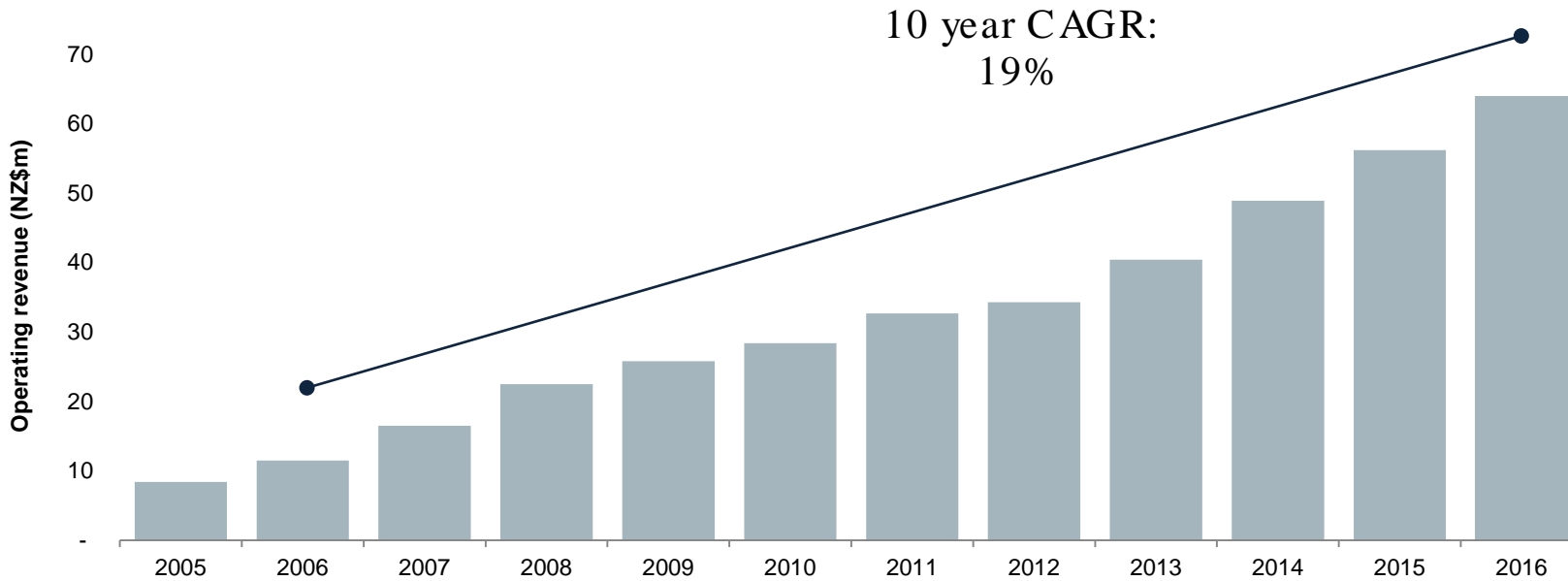
12 number of clinical studies AFT will have running in FY2017

\$65.8m total income for FY2016*

\$28.1m available cash as at 31 March 2016

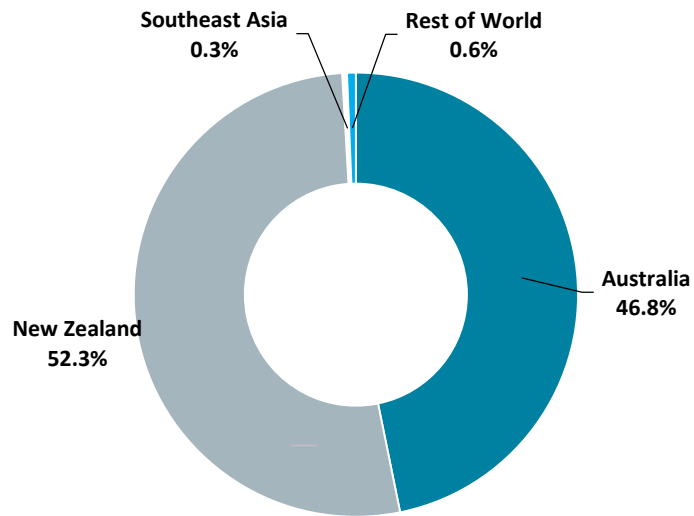
FINANCIAL PERFORMANCE – REVENUE GROWTH

Operating revenue, FY2000 – FY2016

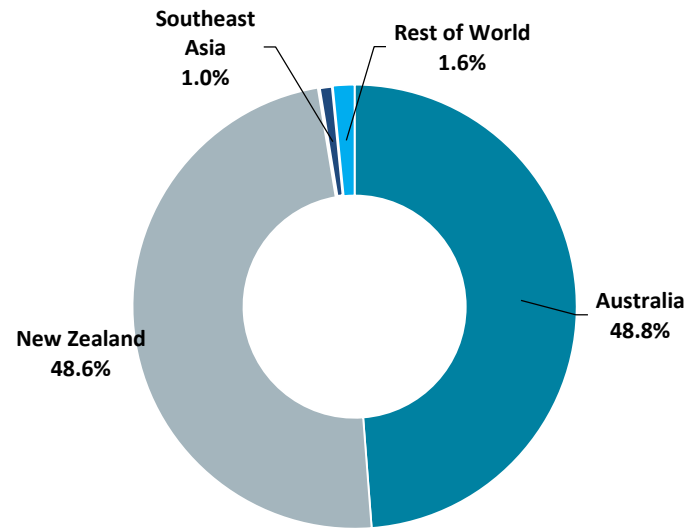


FINANCIAL PERFORMANCE – REVENUE GROWTH

FY2015 Operating revenue by region



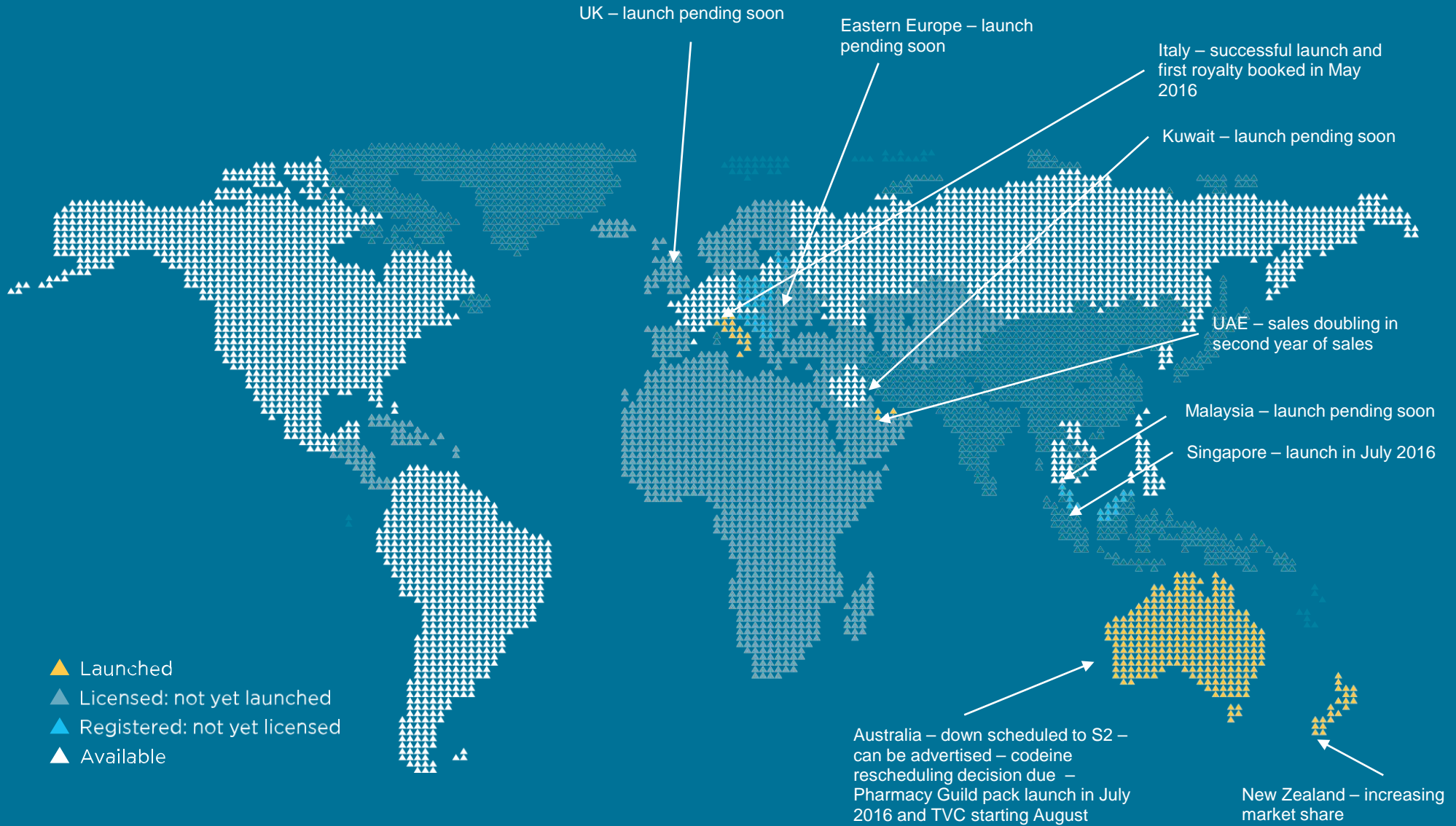
FY2016 Operating revenue by region



ACCELERATING CLINICAL STUDY PROGRAM

- 12 studies across the AFT portfolio
- 1500+ patients
- 7 countries - Australia, Jordan, Mexico, New Zealand, Russia, United Kingdom, United States
- **Maxigesic IV** - An IND (Investigational New Drug) Application has been successfully opened with the FDA
- **NasoSURF** Device Clinical Studies to start in 2016
- **Maxiclear PE** pivotal study to be completed by the end of 2016

MAXIGESIC UPDATE



MAXIGESIC HIGHLIGHTS

out-licensing and distribution agreements for **Maxigesic** oral dose.

Clinical Trials for **Maxigesic** oral dose forms are well underway with studies running in 5 Countries.

An IND (Investigational New Drug) Application has been successfully opened with the FDA for **Maxigesic IV**

Regulatory applications for the first additional **Maxigesic** oral dose forms to be filed from this year.

out-licensing and distribution agreements for **Maxigesic IV** have also been secured to now reach 80 countries.

Additional out-licensing agreements are expected to be announced over the rest of the FY2017 financial year.



NasoSURF NEBULISER

DRUG DELIVERY AND TREATMENT SINUS CONDITIONS

The NasoSURF Nebuliser has desirable features over currently marketed nebulisers, which are not approved for delivery of specific drugs intranasally and do not possess a number of the advantages of the NasoSURF Nebuliser



Current Status

Completed initial production and further manufacture 300 units underway
Preparing for FDA filing Q4 2016

Near Term Plans

EU class IIa filing Q1 2017
Distribution studies Q3 & Q4 2016
Clinical Studies Q4 2016 – Q1 2017

Sales will be generated from

- 1) device sales,
 - 2) a per use charge administered through RFID (radio frequency identifier) cards, and
 - 3) consumables
-

NasoSURF vs Pari Sinus

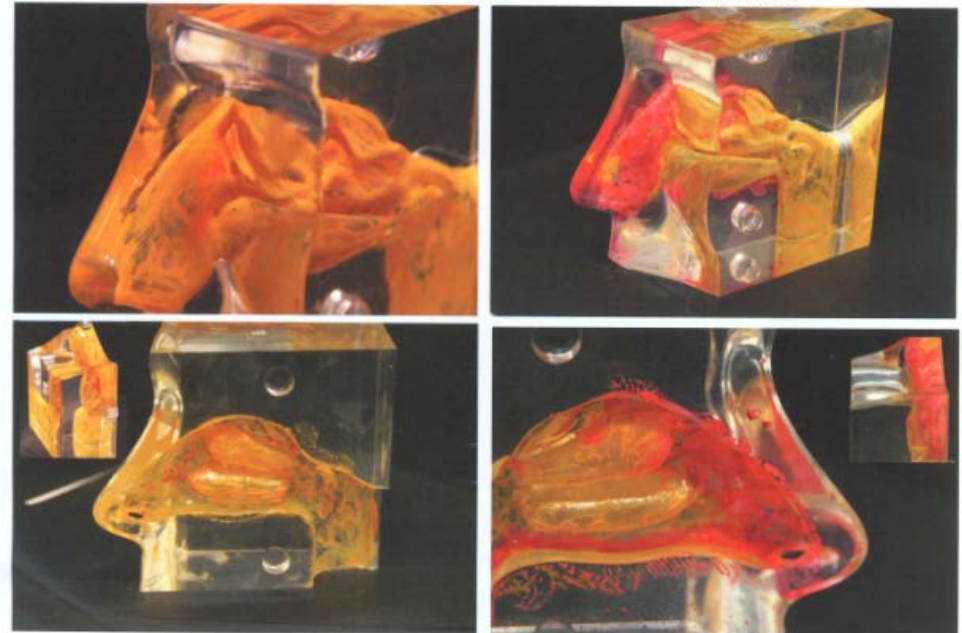


IntraNasal Distribution

Comparative evaluation for 250 μ L

Pari Sinus

AFT Device



SUMMARY OF NEAR TERM PLANS



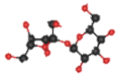
Launch *Maxigesic* in new countries



Advance *Maxigesic* registrations in North America
Further licensing agreements



Advance clinical studies of key innovative products



NasoSURF clinical trials with pilot devices
Achieve first registrations for *NasoSURF* as a Medical Device



Build revenues of new OTC products launched in Australia
Build *Maxigesic* market share post scheduling changes



Launch OTC products in Southeast Asia
Complete further registrations and launches
